



University of
NORTH ALABAMA
FOUNDATION

**MINUTES
BUDGET, FINANCE AND AUDIT COMMITTEE
UNA FOUNDATION**

Wednesday, March 2, 2022 4:00 p.m. to 5:00 p.m.

Via Zoom

Present: Chair Cathy Miller, Matthew Schmitz, Larry Bowser, Lucy Trousdale, Kyle Buchanan, Evan Thornton (ex-officio) and Foundation Executive Director Kevin Haslam (ex-officio).

Not Present: Mike Washburn, Andy Whitt and Graham Sisson

Staff Liaison: Gwen Patrick

The meeting was called to order at 4:01 p.m.

Chair Miller reviewed minutes from the November 12, 2021 Budget, Finance, and Audit Committee meeting. Mr. Bowser made a motion to approve the minutes, Matthew Schmitz provided a second and all members voted in favor.

Chair Miller then introduced Jeremy Blackburn with Mauldin and Jenkins. He proceeded to review The Report to the Board of Directors which lists items that are required to be communicated to the Board. The Report is attached to these minutes. There were no deficiencies or internal control recommendations. He then proceeded to review the Audited Financial Statements. Items mentioned included Pledge Receivables, increase in Investments which resulted from contributions and investment gains, charitable gift annuities. Revenue and Support from Operating and Nonoperating Activities were also discussed and compared to previous years. The profit for the fiscal year ending September 30, 2021 was in excess of \$9.7 million. Mr. Blackburn then reviewed notes that referenced investment assets. Mr. Blackburn explained how CDPA was merged into Mauldin & Jenkins in July 2021 and will continue to serve North Alabama area while having access to the resources of Mauldin & Jenkins. An Engagement Quality Review Member who is a non-profit expert made a secondary review of the Foundation's audit. Matthew Schmitz made a motion to accept the Fiscal Year 2021 Audited Financial Statements, Kyle Buchanan provided a second and all members voted in favor.

Vice President Kevin Haslam briefly reviewed the Development Goals. As of February 17, 2022, \$15,525,440 in new gifts, pledges and planned gifts have been received against a goal of \$6,000,000. A discussion was held regarding Free Will who markets to individuals regarding planned gifts. Matthew Schmitz requested that, if possible and considering constraints of the donor, the board be informed of major gifts. Gwen Patrick then reviewed current Foundation statements as of January 31, 2022.

Vice President Haslam then proceeded to discuss two budget adjustment items. Due to increased revenue mentioned above, he described the need of the Foundation funding a new Development Officer position. Currently, there are two Development Officers and one other that focuses on Foundations and Corporations. A future goal is to have one Development Office attached to each College and Athletics. A total compensation package of \$65,000 to \$85,000 is expected. An industry standard production estimation is \$455,000 to \$616,000. Gwen Patrick then proceeded to present information regarding GiveCampus, a best-in-class fundraising technology built exclusively for schools. The cloud-based software makes online giving easier and more aesthetically pleasing from all devices by reducing friction and offering modern giving options like Apple Pay, Google Pay, Venmo and PayPal in addition to traditional credit cards and bank direct debits. Other users have recorded an increase in giving due to use of the software. Examples of giving pages were displayed. This software will not replace the existing Blackbaud product because we are not about to separate online giving from the rest of the package. The annual cost of the package is \$20,000. After discussion, Matthew Schmitz made a motion to approve both budget adjustments, Kyle Buchanan provided a second and all members voted in favor.

Gwen Patrick began a discussion about options for excess cash currently held in the Foundation's checking account which is earning .26%. Currently, more than \$10 million is being held in the account as the result of recent temporarily restricted donations that are not expected to be expended in the next few years. It was reiterated that the Short Term Investment Fund has daily liquidity and may be withdrawn at any time for any amount. Matthew Schmitz made a motion to transfer \$5 million to the Short Term Investment Account held with SEI Investments, Larry Bowser provided a second and all members voted in favor.

Larry Bowser made a motion to adjourn the meeting at 5:09 p.m.